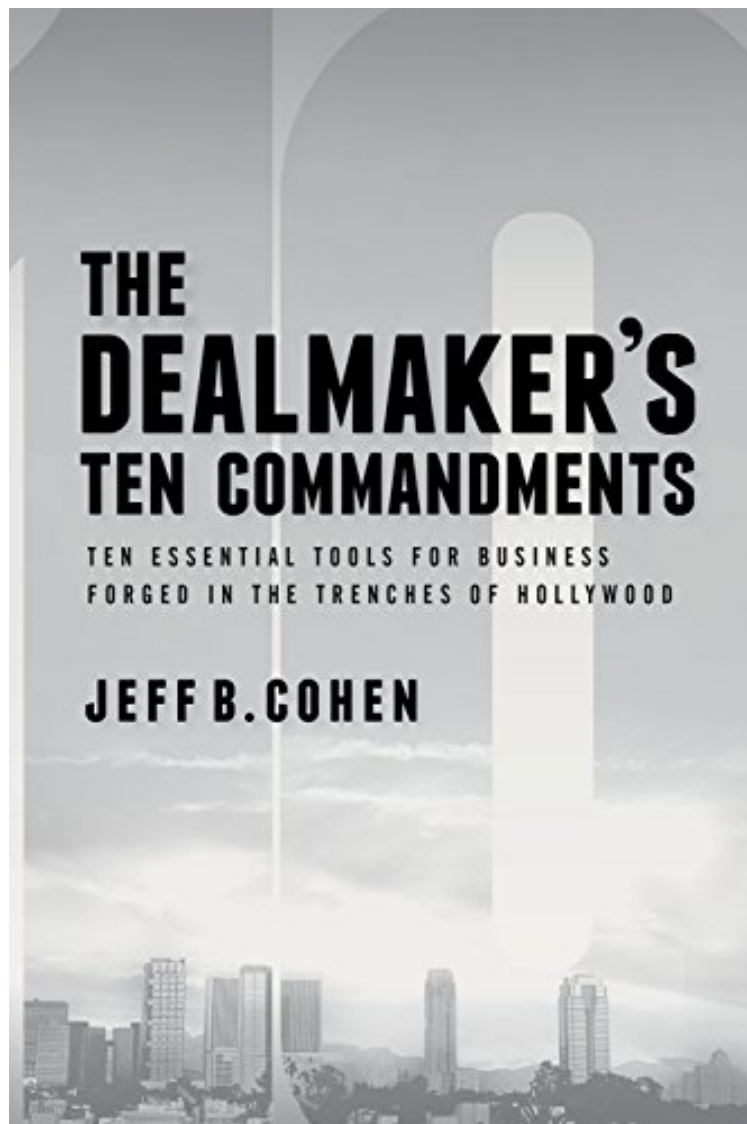


(Read now) The Dealmaker's Ten Commandments: Ten Essential Tools for Business Forged in the Trenches of Hollywood

The Dealmaker's Ten Commandments: Ten Essential Tools for Business Forged in the Trenches of Hollywood

Jeff B. Cohen

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Jeff B. Cohen : The Dealmaker's Ten Commandments: Ten Essential Tools for Business Forged in the Trenches of Hollywood before purchasing it in order to gage whether or not it would be worth my time, and all praised The Dealmaker's Ten Commandments: Ten Essential Tools for Business Forged in the Trenches of Hollywood:

4 of 4 people found the following review helpful. 10 great steps for you to be a better deal makerBy Scott Sylvan

Bell[[VIDEOID:7fef5125f263f78eed6c233f1bf0e1]] This small book packs a powerful punch. What is really nice is the book is broken down into 10 chapters. Each one of these chapters also has an action plan so you know what to do with the new information you have. This book covers who really has power in a conversation and who does not and why it is important. Strategy is an important part of business and sales as you will find easy to follow concepts in order to determine what to do next. You also get amazing advice on negotiation and how the process is really a dance more than a presentation. Overall this is a great book for salespeople, business owners, entrepreneurs or anyone else who is in the deal making business. At 120 pages this is an easy read. 0 of 0 people found the following review helpful. Another good book for the negotiator's library By O. Shaw This was a worthwhile read. Many of the techniques promoted in this book are distasteful to me, though I have no doubt they are valid and effective. I encounter such techniques regularly from counterparties. Looking into how those techniques work helps me identify them and deal with them when I do encounter them. The author also has some redemptive comments at the end of the book, which I appreciated. My negotiating philosophy is more in line with to Getting Past No and Never Split the Difference. Still, for anyone who negotiates professionally and who studies negotiation, this book is worth reading. 1 of 1 people found the following review helpful. Do yourself a favor and buy this book By Amanda Raymond This book was awesome. Not only was it incredibly informative, it also had a lot of humor and was a fun read, as Mr. Cohen throws in pop culture references and geeky metaphors that keep the reader entertained. It's conversational, (albeit one sided) but you really feel as though he's bestowing his words of wisdom directly to you, so it keeps it from feeling textbook, and rather, more personal, as he isn't afraid to be honest. It doesn't matter if you're a lawyer, a producer, an agent, etc. everything in the book can be relevant if you're in the business of making deals, negotiating contracts, or just understanding how to play the game. For someone who's a newer entrepreneur to the business, there's a great deal to be said for his advice on how to avoid mistakes, how to understand your 'opponents' and how to not beat yourself up over deals going south, or the way you wanted. There are also pointers for type A personalities (I'm guilty) who never take a moment to breathe, and remain completely consumed by the machine. He recommends ways to take breaks and advocates that it's 100% necessary. He's right! It sometimes takes an outside person to state the obvious, and there are little tidbits and nuggets scattered throughout the book on various subjects, which contributes to the value of the material. I know I underlined a few things...I not only learned a lot about dealmaker, but I think I learned a bit about myself in the process. Highly recommend it to anyone who's ready to move up to the next level.

The Dealmaker's Ten Commandments contains a practical, no-nonsense methodology for negotiating deals, managing your time and handling crisis all at the highest level. Peppared with entertainment industry war stories, The Dealmaker's Ten Commandments have been forged in the white hot crucible of brutal transactional combat. Although developed in Hollywood, the real world tactics, strategies and guiding principles are vital for any business environment. With sufficient practice, incorporating The Dealmaker's Ten Commandments into your life becomes second nature. Opportunities that once were hidden become visible. Traps that would have snared you are avoided. Enemy vulnerabilities which would have gone undetected reveal themselves. The book is a tool kit, enabling you to overcome resistance, obtain your goals as a professional and achieve the success that is living your life on your terms.

There is a common thread between Jeff's busy law office, his extremely pro-active and creative dealmaking and his commitment to not just assisting and educating the next generation but also serving as priest, rabbi and legal eagle to the timeless dreamers and salty pros who have no age. He generously shares a lot of brainstorming time because he knows great stories, projects and profits come from all corners of the biz. If you want to compete, at any level, whether it's down in the streets or up in the suites, you've got to train your brain and steel your nerves for the long distance course. The Dealmaker's Ten Commandments puts you in the locker room with a pretty damn good coach: [author] Jeff Cohen. (Steven Gaydos, Vice President and Executive Editor Variety) I have worked with a most talented young Jeff as an actor and adult Jeff as an attorney. He has distinguished himself as one of the most respected dealmakers in our industry. The methodology he has developed with The Dealmaker's Ten Commandments is invaluable for any professional who wants to make an impact in their chosen field. (Richard Donner, Hollywood Director and Producer) Not only has Jeff been an amazing attorney, helping guide me through the labyrinth that is the business of Hollywood but now he gave me the gift of The Dealmaker's Ten Commandments. His amazing business acumen is a lesson for anyone trying to improve their skills in the art of dealmaking. (Terry City, Vice President BuzzFeed) In Hollywood it's all about the 'art of the deal,' and with that said, there is no greater artist in the entertainment industry than Jeff Cohen. You can have a good agent....you can have a good manager....but without an EXCEPTIONAL attorney who knows the steps to take to craft the perfect deal, you're gonna have problems. Not only does Jeff know those steps, but he created most of them! (Brian Gott, Producer/Philanthropist-Chairman Starlight Children's Foundation) About the Author Jeff B. Cohen is a prominent transactional attorney and former child actor, best known for playing the role of 'Chunk' in the Richard Donner/Steven Spielberg film The Goonies. A co-founder of Beverly Hills-based Cohen Gardner LLP, he has been named by Variety to both its Dealmakers Impact List and Legal Impact List. A distinguished lecturer and active writer, he has authored numerous

articles discussing business, technology, and entertainment matters for CNBC, The Huffington Post, Backstage, Lawyerist, and others. He is proud to serve on corporate boards in both the non-profit and for-profit arenas.